

Message Text

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COMMERCE FOR MEPD

E.O. 11652: N/A
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SUBJ: HONG KONG SUBWAY PROJECT

BEGIN UNCLASSIFIED

1. CONGEN COMMERCIAL OFFICER MET WITH A. R. COTTON, DIRECTOR OF OPERATIONS MTRC ON JANUARY 19, TO DISCUSS THE RECENT SUBMISSION OF BIDS FOR CONTRACTS E1 THROUGH E-9. THE US FIRMS WHO SUBMITTED BIDS WERE:
CONTRACT E1 - ELECTRICAL MULTIPLE UNIT TRANS - PULLMAN STANDARD.
CONTRACT E2 - SIGNALLING SYSTEM - GRS INTERNATIONAL AND WESTINGHOUSE AIR BRAKE
CONTRACT E5 - STATION ESCALATORS AND ASSOCIATED EQUIPMENT OTIS ELEVATOR (EQUIP WILL NOT BE US ORIGIN)
CONTRACT E6 - COMPREHENSIVE AUTOMATIC FARE COLLECTION SYSTEM - CUBIC WESTERN
CONTRACT E7 - AN ENVIRONMENTAL CONTROL SYSTEM - AMERICAN ENGINEERING (NOT A US COMPANY BUT EQUIP WILL BE US)

2. THE VARIOUS BIDS ARE NOW BEING STUDIED AND FOLLOW-UP CONTACTS WILL BE MADE BY MTRC IN APPROX TWO WEEKS' TIME. THE SHORT LIST WILL BE DRAWN UP BY APRIL WITH ALL CONTRACTS TO BE AWARDED BY JULY. ALL OF THE EQUIP SUPPLY CONTRACT AWARDS WILL BE ANNOUNCED AT THE SAME
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3. COTTON WAS DISAPPOINTED BY PULLMAN-STANDARD'S BID WHICH HE SAID WAS A SHORT LETTER RATHER THAN A DEFINITIVE BID. IN VIEW OF THE COMPANY'S REPUTATION AND THEIR MANY CONTACTS WITH MTRC OVER THE PAST YEAR MTRC WILL SEEK FURTHER INFORMATION FROM PULLMAN-STANDARD IN ATTEMPT TO BRING THEIR BID FORMAT IN LINE WITH OTHER 7 BIDDERS ON ELECTRICAL MULTIPLE UNIT TRAINS CONTRACT.

4. PULLMAN-STANDARD HAD RECENTLY TOLD US OF THE DIFFICULTY IT WAS EXPERIENCING IN GETTING A FIRM PRICE QUOTE FOR THE CAR PROPULSION SYSTEM. ACCORDING TO FUCHS OF PULLMAN-STANDARD WHO VISITED HERE AT TIME OF BID SUBMISSION AND MICHAEL LEE, MANAGING DIRECTOR OF HLK SERVICES (PULLMAN-STANDARD'S HK PARTNER), NO US COMPANY IS WILLING TO MANUFACTURE 1500 V PROPULSION SYSTEM. LEE STATES THAT WESTINGHOUSE AND GE MANUFACTURE A 750V SYSTEM BUT UNWILLING OR UNABLE TO PRODUCE 1500V SYSTEM. HE ALSO SAID THAT PULLMAN STANDARD HAS ATTEMPTED TO SECURE PRICE QUOTATIONS FROM FOLLOWING FOREIGN MANUFACTURERS: HITACHI (JAPAN), GEC (UK), ACEC (BELGIUM), ASEA (SWEDEN), BBC (SWITZERLAND), AND SIEMENS (GERMANY), BUT THAT ALL OF THESE COMPANIES HAD GIVEN QUOTES TO OTHER BIDDERS ON E1 CONTRACT AND ARE REPORTEDLY UNWILLING TO ALSO GIVE PULLMAN-STANDARD A QUOTE. PULLMAN MAY ALSO HAVE OTHER PROBLEMS.

5. CONGEN SUGGESTS USDOC DISCUSS SITUATION WITH MR. A. F. FUCHS, CONTROLLER/TREASURER, PASSENGER UNIT, PULLMAN-STANDARD TEL. 312-939-4262, AND IF APPROPRIATE CONTACT DIVISIONS OF WESTINGHOUSE AND GENERAL ELECTRIC AS WELL AS OTHER AMERICAN FIRMS AND PERHAPS ABOVE-CITED FOREIGN FIRMS TO ASSIST PULLMAN-STANDARD IN LOCATING SUITABLE MANUFACTURER OF PROPULSION SYSTEM. ESTIMATED VALUE OF CONTRACT IS \$60-80 MILLION.

6. PULLMAN-STANDARD REPRESENTATIVES HAVE ALSO TOLD US THAT THEY HOPE COMPANY CAN BE SHORT-LISTED ON WHICH CASE IT WOULD SEEK TO MAKE A SUPPLY ARRANGEMENT WITH ONE OF THE LIMITED OFFICIAL USE

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PROPULSION SYSTEM MAKERS ASSOCIATED WITH BIDDERS EXCLUDED FROM THE SHORT LIST. AFTER USDOC CONSULTATIONS WITH PULLMAN-STANDARD PLEASE CABLE ARGUMENTS CONGEN CAN USE IN MAKING REPRESENTATIONS TO MTRC FOR HAVING IN THESE SPECIAL CIRCUMSTANCES THE COMPANY PUT ON THE SHORT LIST.
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